

Business Systems Journal

Number 33

February 1983

Initiative, Inc., 345 Swett Road, Woodside CA 94062

(415) 851-7077

Tax Cut Software for IBM Personal Computer

It's possible for users to save money on both federal taxes and tax preparation services with TaxCut, a new software program for personal computers.

For tax planning purposes, TaxCut allows users to test outcomes of hundreds of tax-related alternatives. Then, when the data is entered, the taxpayer can print out the complete return—including many schedules which will be ready to sign and mail.

Examples of tax-related decisions TaxCut can handle are IRA's, Keogh plans, and investment in business equipment. The package will quickly

project figures for income averaging, installment sales, investment credit, and others.

All provisions of the latest laws are incorporated including the new deduction for married couples who both work, all savers certificates, charitable contributions for those who don't itemize, and more.

The TaxCut software was designed for the IBM Personal Computer and is currently being converted to the Apple II and CPM-80.

The TaxCut diskette costs \$250. For more information, contact: United Micro Systems, Inc., P.O. Box 3035, Tucson, AZ 85702, (800)-972-7479.

Venture Capital for High Tech to be Discussed at Faire

The 8th West Coast Computer Faire, in San Francisco March 18-20, will include an in-depth, 3-hour Conference program of special interest to computer innovators: "Venture Financing for New Technology Companies." This session will be composed of two panel presentations, organized by J. Michael Murphy, President of Pacific Technology Advisors.

Chaired by Frank Kline, the Managing Director of Pacific Technology Venture Management, the first panel includes J.K. Morris, Editor of the "Venture Capital Journal", S. Mendelow and C.A. Tepper, the President and Senior VP of QC Resource Group, and D.L. Larson of R&D Funding.

The second panel will be Chaired by Michael Murphy, and will include J.D. McCamant of the California Technology Stock Letter, T. Fletcher of Rothschild, Uterberg & Towbin, and D. Woodman of Woodman, Kirkpatrick & Gilbreath.

The first panel will cover a variety of topics, including preparation of a business plan for venture capitalists, the relationship between venture groups and entrepreneurs, strategic planning, and how to approach product and prototype development.

The second panel will range over such topics as institutional vs. individual investing, technology stock investments, effective use of stock brokers, and inside details of how to "go public."

8th Computer Faire Offers Massive Conference Program; Capacity Trade Exhibit

The 8th West Coast Computer Faire appears certain to be the most interesting and valuable micro convention yet convened, and the largest such show open to end-users. *Byte* columnist Jerry Pournelle, a long-time micro observer and sci-fi author, unequivocally stated in *Byte*: "For my money, the West Coast Computer Faire has become the most important show of the year."

Dr. Portia Isaacson, President of Future Computing and one of the best-known industry analysts in the micro world, was equally definitive in a recent comment. She stated that she regards the "West Coast Computer Faire to be one of the three or four most significant computer conventions each year, because it always offers an unusually large number of introductions of particularly innovative new products."

The 8th Faire is jammed into every nook and cranny of San Francisco's 4-story Civic Auditorium, plus all of Brooks Hall, plus all major meeting halls in the two largest hotels that are adjacent to the convention center.

Taking place March 18-20, the 8th Faire sold out of its regular exhibit space fully three months before the convention.

A month later — with the Faire still two months away — it rented its last available "microbooth". These 6'x6' microbooths are a service that is unique to the Computer Faires. They offer very low-cost exhibit space for entrepreneurs and computer craftspeople who may be very innovative, but are under-capitalized. For eight Faires, they have always been one of several major focal points for Faire attendees.

Though the Conference program is not finalized at press time, over 100 tutorial and technical papers have been submitted for consideration. Over 150 people have authored these papers, prepared talks, and/or been chosen to serve on panel sessions.

Additionally, optional in-depth half-day and full-day tutorials will be offered in conjunction with the Faire (extra fee).

Registration for the entire 8th Faire Conference and Exposition is \$15, with pre-registration discounts available to groups [see details, elsewhere in this issue]. No checks or charges will be accepted at the door.

Enhanced Word Processing

A new word processing package that runs with Unix and Unix "look-alike" operating systems was introduced today by Horizon Software Systems, Inc. The software is designed for use in instrumentation, automation, and data processing environments.

Horizon WordProcessing offers full-screen editing, complete formatting and document management. Documentation includes a primer, reference card, tutorial, experienced users' reference manual, and on-line "help" tutorials.

All functions needed to edit, format, expand, delete, merge, recall, display, and print a text are included in Horizon. More complex formatting is handled by imbedded standard formatting commands. Users can preview documents before they are printed. Imbedded commands provide extended capabilities including justification, automatic hyphenation, running headers and footers, footnotes, superscripts, subscripts, automatic page numbering, and typesetting.

Once the document has been entered and edited, Horizon provides

a standard output format which the user may change to meet specific output requirements.

Horizon allows the user to define top, bottom, right and left margins, lines per inch, characters per inch, number of blank lines between paragraphs, page lengths, automatic headers and footers, and page numbering.

In addition, Horizon users may select right, left, centered or two-column page justification. Paragraphs may be numbered and have the first line indented or out-dented. The user controls the way words, phrases, and hyphenated words are split at the right margin. "Hard spaces" and "hard hyphens" may be used to suppress a random break. Decimal points are used to align numerical columnar information.

Horizon runs on any Unix-based operating system with a video display screen terminal and a system printer.

The software is available for \$750. For more information, contact: Horizon Software Systems, Inc., 220 Downey St., San Francisco, CA 94117, (415)-751-1311.

THE 8TH WEST COAST
COMPUTER FAIRE

Friday, March 18 9am-6pm
Saturday, March 19 9am-6pm
Sunday, March 20 10am-5pm

San Francisco, March 18-20, 1983

Civic Auditorium & Brooks Hall

\$15 Registration
(No checks or charges
at the site)

Pre-registration available at participating stores & clubs
Registration includes Conference Program & Exhibition for all 3 days

Computer Faire • 345 Swett Road • Woodside, CA 94062 • (415) 851-7077

Gossip Galore

by Jim Warren

(That title sounds like a character from an old James Bond story. Oh well, there's no accounting for the tastes of headline writers. Of course, we will offer no hint as to who the headliner mite be.)

For those who are not familiar with this questionable column: This is a collection of facts, semifacts, and eccentricities - of the micro world - presented for the entertainment, incitement and possible enlightenment of our fellow technojunkies.

PE BECOMES CE

If you haven't already noticed, *Popular Electronics* magazine has become *Computers & Electronics*. In several ways, PE can be said to be the rag that created personal computing. Back in 1974, it ran articles on the design of the old "Micro-8" - a build-it-yourself non-kit based on the Intel 8008.

Then it ran the January, 1975, cover story on the MITS Altair . . . and the micro industry was off and running.

PC MAGAZINE STAFF BECOMES PC WORLD STAFF

While we are mentioning Ziff-Davis, we might point out that Z-D has recently purchased *PC Magazine*

from Tony Gold, the banker behind New York City's Lifeboat Associates.

There is considerable acrimony over this purchase. Virtually every key staff member from the original *PC Mag* left in a fury (that they say was more than justified), claiming broken promises and dishonored written and verbal agreements. This en masse staff defection apparently includes all of the excellent array of special-topics editors who used to work for *PC Magazine*.

Given the phenomenal success that they had made of the original *PC Magazine*, this team - headed up by David Bunnell - was able to quickly hook up with publisher Pat McGovern, reportedly the largest computer publisher in the world. Among other things, he founded and owns *ComputerWorld*, *ISO World*, (a computer trade rag for independent service organizations and dealers), and owns *InfoWorld* (founded by this column's author, several years ago and later sold to Pat).

With Bunnell as Publisher, McGovern has created the newest magazine to focus on the massive IBM PC market - not surprisingly, naming it *PC World*. Having been involved in the computer publishing (continued on page 6)

Future Computing Incorporated announces

The Fortune 1000 Personal Computer Market Forum '83

A symposium for businesses dedicated to meeting the small computer needs of large corporations.

March 21-23
The Mark Hopkins
San Francisco
(Immediately following the
West Coast Computer Faire)

"This is a new market, and in many ways, a unique market. Our forum addresses the market size for the Fortune companies, their special concerns, and the resulting issues that face hardware and software manufacturers, retailers, distributors, and direct sales forces that want to penetrate this market. There's a lot of competition and the big winners will have a clear understanding of their market, and their place within it."



Dr. Portia Isaacson
President and Chief Executive Officer
Future Computing Incorporated

For a complete agenda, please call:

Seminar Sales
Future Computing Incorporated
214 783-9375

**FUTURE
COMPUTING
INCORPORATED**
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Richardson, Texas 75080
Telephone 214 783-9375
TELEX Number 80-4294

Conference Session

Make Money with Your Computer

"Many people are torn between a vision of a computer as a toy, an educational aid, a hobby and a money-making tool. For those who want to get the most economic benefit from a computer a major perceptual reorientation is necessary," says Robert Ramers, President of Computer Alternatives in San Rafael, California. "If you can develop a mental discipline which allows you to think of a computer in the same way you would think of a bulldozer if you were planning to build a house, you are on the way to developing the mental attitude necessary to make money with a computer."

In his 8th Faire talk, "How to Make Money With a Computer," Ramers will tell listeners how to make money with a computer whether you use it in an existing business or want to start a computer-based business of your own. He will discuss how to know if you're a hobbyist or business person, how to choose your equipment and define your money-making objectives, how to identify the lowest and highest paying computer applications, and more. He will also report on the tax benefits involved in financing your computer with a purchase/lease agreement.

Conference Session

Copyright, Software and Piracy

Computer software is the buried treasure of modern day pirates. Who are today's pirates? Why do they steal, and what can be done to stop them? These and other questions will be tackled in Kenneth Widelitz's 8th Faire talk "Copyright, Software and Piracy."

"A highly functional piece of software can be as valuable as gold in today's information society," says Widelitz. "Unfortunately, the same technological advances that have created the need for computer programs have also made it easy for the less than scrupulous person to pirate programs due to the small cost and amount of time involved."

After discussing Copyright Law, Widelitz will consider why software piracy exists, who is copying software and why, and the social ramifications of the practice.

Sunnyvale to San Francisco

Bus Transportation to the Faire

For the fourth year in a row, the Computer Plus Bus will carry people from Sunnyvale to the Computer Faire and back. This service is offered by Computer Plus at the corner of Mary and Fremont, at De Anza Square Shopping Center in Sunnyvale, California.

On Friday, March 18, the bus will leave Computer Plus at 8:00 a.m., and begin its journey back from the Computer Faire at 3:30 p.m. On Saturday, March 19, the bus will leave Sunnyvale at 8:30 a.m., and leave the Faire at 3:30 p.m.

Reservations with full payment must be made by Friday, March 11. For more information call: Computer Plus (408) 735-1199, 10 a.m. - 6 p.m., Monday and Saturday, 10 a.m. - 7 p.m., Tuesday through Friday.

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"For my money the Computer Faire is the most important show of the year."

Jerry Pournelle, computer & sci fi author, *Byte*, July, 1982

The Computer Faire is the only micro convention that has had six major write-ups in *Byte* magazine, including two articles about the 7th Computer Faire, last March. It is the largest and best-reputed end-user micro convention in the U.S.

The 7th Computer Faire drew over 36,500, had more than 120 Conference speakers, and over 450 exhibitors.

The 8th West Coast Computer Faire is happening in early '83 at the beginning of San Francisco's Spring season. It is expecting 100 speakers (over 160 Speaker Kits have already been distributed), and had rented all of its 690+ exhibit spaces to over 350 exhibitors three months before the March Faire.

- **Major Conference Program**

To name a few expected sessions:

Tutorials for Novices
Educational Computing
Business Applications
Biomedical Computing
Legal Aspects & Applications
Hardware Design
Software Packages
Applications Systems
Conference Proceedings over 400 pages

- **Massive Product Exposition**

If it's significant, it's being exhibited.

To name a few products being exhibited:

IBM, Apple, Osborne, Radio Shack, Heath/Zenith, TI, Commodore, RCA, CompuPro, Casio, Unix, PCDOS, CP/M, Oasis, dbase II, SuperCalc, Peachtree, Insoft, Select, *Byte*, *Interface Age*, *Creative Computing*, *InfoWorld*, *Datamation*, *PC World*, *Dr. Dobb's Journal*, *Buss*, *Compute!*, Dialog, Jade, Broderbund, Adventure International, Dysan, 3M, Maxell, On-Line, Software Toolworks, and many, many more.

- **User Group & Special Interest Meetings**

Including: IBM PC, Apple, Osborne, TRS-80, Heath/Zenith, etc.

- **For more information call: Computer Faire, 345 Swett Road, Woodside, CA 94062 (415) 851-7077**

Ask for your *FREE* subscription to the Faire's *Silicon Gulch Gazette*.

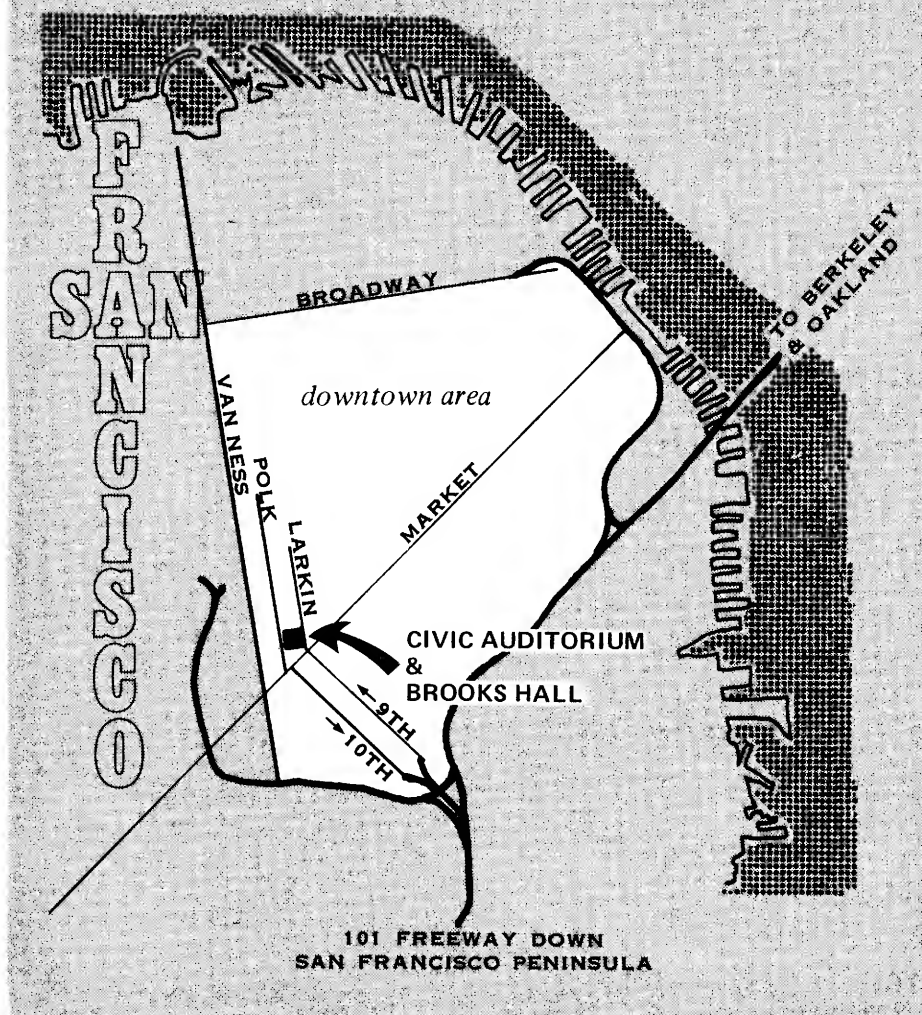
THE 8TH WEST COAST COMPUTER FAIRE

SAN FRANCISCO

CIVIC AUDITORIUM & BROOKS HALL

MARCH 18-20, 1983

FAIRE TERRITORY



IBM Personal Computer Product

New Payroll, Ledger Software

TCS Software's Client Ledger System now runs on the IBM Personal Computer without the use of a CP/M card. The TCS Client Ledger System is a general ledger designed for public accounting firms, and for those who provide accounting services to small businesses.

It features a fully integrated passive payroll subsystem, user-defined profit and loss statement formats, ledger consolidation, work-in-progress sub-ledger, and over 50 reports. In addition, CLS provides three user-defined reports.

The newest revision of CLS features the accelerated cost recovery (ACRS) depreciation schedule, a

floating decimal point, an edit mode in the "Enter transaction" option, and printer capability to select either compressed or standard print mode based on the report size.

The Client Ledger System is the only package of its kind and price currently available for the IBM Personal computer under IBM PC-DOS. Other TCS products are currently available for the IBM PC for use with the Xedex Baby Blue Card, and will be available under IBM PC-DOS early this year.

For more information, contact: TCS Software, 3209 Fondren Rd., Houston TX 77063, (713)-977-7505.

Programmable Spreadsheet for IBM Computer

Information Unlimited Software, Inc. today introduced its newest piece of productivity software, a package offering a programmable spreadsheet capability to IBM Personal Computer users.

Called EasyPlanner, the program is aimed at middle management users in the general business audience. However, it is also a tool for professionals such as physicians and attorneys, whose financial analysis applications are often too complicated to be performed efficiently in a manual system.

According to IUS Vice President of Sales and Marketing William Lohse, EasyPlanner should not be confused with VisiCalc and similar spreadsheet programs currently available to personal computer users. Unlike many others, EasyPlanner is programmable, allowing the user to specify the steps he or she needs to take in performing financial worksheet calculations.

EasyPlanner costs \$250. For more information, contact: Information Unlimited Software, Inc., 2401 Marinship Way, Sausalito, CA 94965, (415)-331-6700.

PC WORLD DAY AT THE FAIRE

March 19th at the West Coast Computer Faire *PC World* magazine will present an entire day of demonstrations, seminars, and panel discussions with some of the most highly respected professionals in the microcomputing field.

Find out what the PC phenomenon really means, where second generation software is going, all about PC Systems Software, and all about multiprocessing and communications. Participate in software demonstrations like Qunix, Lotus 1, 2, 3, MBA, and many more. You will talk to the people who know the products.

Listen to what these people have to say about personal computers: Portia Isaacson, President of Future Computing; Martin Alpert, President of Tecmar; David Bunnell, President and Publisher of *PC World*; Ron Posner, Chairman of National Training Systems; Andrew Fluegelman, Editor of *PC World*; Gary Kildall, President of Digital Research; Chuck Irvine, Chief Engineer of SofTech Microsystems; Chris Larsen of Microsoft; Mitchell Kapur and Vern Rayburn of Lotus Development Corporation; Alan Boyd, Product Acquisitions Manager of Microsoft; Rod Kenyon of Compac Portable Computers; Steven Cook, Senior

Technical Editor, and Karl Koessel, Programming Editor from *PC World*.

Meet all the editors from *PC World* magazine. Ask them questions, hear them speak on telecommunications, software and hardware, peripherals, and much more.

PC World Day events will be held in the ballroom of the San Franciscan Hotel, one block from Brooks Hall. *PC World* Day will be held March 19th in conjunction with the 8th West Coast Computer Faire. Registration for three days, including Conference and the show, is \$15. For more information and pre-registration prices, contact: Computer Faire, (415) 851-7077.

Conference Session

Databases for Business

Choosing and using a database management system will be discussed at the 8th West Coast Computer Faire by David Pittle, of Smart Management Systems, San Rafael, California. In his talk, "Data Bases for Business," Pittle will give examples of some of the uses of the systems, illustrating the value they can have in business. Specific systems will be compared and contrasted.

A database management system is basically a data handling, file creating piece of software. With it, you can access and interchange among multiple files by using pointers, tokens,

Conference Session

Computerized Typesetting

"You can typeset your own newspaper, using your computer and an inexpensive matrix printer," says Bill McLaughlin. He'll describe his graphics program during his talk at the 8th Computer Faire, "Typeset Newspaper on Computer."

McLaughlin sees many uses for his production methods, including company ads, newsletters, and club brochures or publications. His presentation will include a technical "how to" explanation, aimed at helping others get started on their own production projects.

Conference Session

Get More from VisiCalc, SuperCalc

In his 8th Faire talk, "Get More from VisiCalc and SuperCalc," spreadsheet designer Stanley Trost will show how to make these popular programs easier to use. Trost, who has created business and engineering spreadsheets will illustrate design methods that ease data entry, simplify recalculation and produce professional looking reports.

Applying these design principles to a real estate application, Trost will discuss spreadsheet application and design, formula and data entry, and "what if" analysis.

IBM Personal Computer Wins Product Award

This year, the West Coast Computer Faire will again be the site for presentation of "InfoWorld's" prestigious hardware and software Product of the Year awards.

"InfoWorld," The Newsweekly for Microcomputer Users, which is going into its fourth year of publication, has chosen the renowned annual West Coast Computer Faire as the event at which to make its yearly awards.

Nineteen eighty-two's winner of "InfoWorld's" Hardware Product of the Year is the IBM Personal Computer. The Software Product of the Year winner is Multiplan from Microsoft.

Free Future Copies of the Business Systems Journal

Just send your name and mailing address to Computer Faire, 345 Swett Road, Woodside CA 94062

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PC WORLD

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first three issues, simply cancel your subscription, keep the magazines, and we'll cheerfully refund your FULL subscription payment. Remember, this offer provides a special savings from our regular subscription prices:

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M0014

Save 26% on Faire Registration

By gathering your friends and associates together, you can all save \$4 on 8th Faire registration fees — paying \$11 each, instead of the \$15 “at the door” fee. (Or, you can “deal” registrations and earn a few extra dollars for yourself or your group.) Here’s how:

Purchase Faire registrations in blocks of ten or more, no later than March 7, advancing

\$110 for a minimum order of ten (prepaid). (There is a small shipping and collection charge on COD orders.)

You can return up to half the number of registrations ordered, by March 17 (the day before the Faire), for a refund of \$11 per returned/unused registration.

To take advantage of this offer send your check or COD

order for ten or more registrations (advancing \$110 @ on prepaid orders) to:

Pre-registration Desk
Computer Faire
345 Swett Road
Woodside CA 94062

Include your street address for certified UPS delivery. We pay shipping on prepaid orders. You pay shipping and collection charges on COD's.

Simulation Software for Micros

A powerful simulation program developed on minicomputers is now available from Applied i for the Apple II, CP/M computers, IBM PC, and PDP-11. Tutsim, (Twente University of Technology Simulator), is an engineering design tool and teaching aid which models complex continuous systems such as electronic circuits, chemical reactions, and the human heartbeat, and displays the results numerically or graphically.

A larger minicomputer version of Tutsim is in use at a European chemical company to model a complete chemical plant. Operator training, process development, and plant troubleshooting are all carried out in Tutsim.

The microcomputer version of Tutsim is helping in the design of floppy disk drives, motorcycles, and particle accelerator power supplies.

It is also suited for demonstrating the principles of mechanics, electronics, chemistry, thermodynamics, and other scientific and engineering topics at either the high-school or college level. Simulation answers many questions about new designs more quickly, at lower cost and sometimes more safely than building and testing prototypes. In teaching, it makes visible the meaning of abstract principles and lets students work with models of systems that are too complex for hand calculation.

Models are built up from more than 50 predefined function blocks and bond graph elements, plus user defined functions. Creating and running models are fully interactive. The user can modify parameters and choose which variables to plot on the X and Y axes during a run. Some of the available functions are

analog resistors and capacitors, digital flipflops, time delays, amplifiers, integrators, and noise generators. The Apple II and CP/M versions can handle up to 999 blocks in a single model, and the IBM PC will have greater capacity. Blocks average five or six bytes each, depending on the number of parameters to be set.

Tutsim supports the CCS arithmetic processor board for the Apple and the Intel 8087 Arithmetic Coprocessor for the IBM PC. Graphics hardcopy is also supported.

Apple Tutsim costs \$375. CP/M Tutsim is \$400. PC Tutsim pricing will be announced. The PDP-11 versions, nominally \$3000 and up, are available to qualified educational institutions at minimal cost.

For more information, contact: Applied i, 200 California Ave., #205, Palo Alto, CA 94306, (415)-325-4800.

Gossip . . .

(continued from page 2)

racket since micros came into existence, we are reasonably aware of McGovern's ample capabilities. We have every reason to believe that his new *PC World* — with its excellent, experienced staff — will be a very strong contender in the race to provide information about the IBM PC and its multitude of compatibles and programs.

ZIFF TIFF OVER PC PUBS

Sadly, it is apparent that Bunnell and the original *PC Magazine* staff were more interested in publishing a great rag, than they were interested in legally delineating their relationship with investor Gold. While Bunnell and the key staff thought they were earning “sweat equity,” Gold — and Ziff-Davis — apparently thought the magazine entirely belonged to Gold, and Bunnell, et al, were merely employees.

Gold and the pub's staff disagreed over the way the publication should operate. Acrimony ensued. Gold closed a deal with Ziff-Davis, selling the magazine to Z-D (reportedly for well over \$1 million, plus residuals). And, every key staff member and subject editor walked.

McGovern and this newly unemployed staff quickly struck a deal (this time with legal eagles eyeballing every comma) and *PC World* came into existence. This was less than enchanting to Ziff-Davis.

Now, Z-D is trying to get an injunction against McGovern's using

the name *PC World*; there is litigation galore; and plenty of attorneys are soaking up a lot of energy that could much better be spent serving the community.

Footnote: We do find Z-D's objection to the name of the new publication rather questionable. Having written for this industry since its creation in 1975, we can well testify that “pc” has a long history of generic usage as an abbreviation for “personal computer,” dating back to its first use by John Dilks to refer to his first personal computing festival in Atlantic City, that he called “PC'76”.

However, reason often has little to do with the law. To lift lines from Heinlein's *Stranger in a Strange Land*, “Straining at gnats and swallowing camels is a required course in law schools.”

GLORIOUS GODBOUT

Wild Bill Godbout — the honcho behind Godbout Electronics and their CompuPro product line — is one of the micro industry's more delightful and notable iconoclasts.

He made his financial nut, back in the early '60's when — as an EE fresh out of college — he went to work for IBM, joining 'em just when they were stampeding to get a product completed. So, he worked, day and night. So, IBM paid him lots o' overtime. So, he put it in IBM stock . . . which doubled, and doubled again. Q.E.D.

Being just ever so slightly different than your standard 30-year

wallflower employee, Bill spun off from Ma IBM to pursue various entrepreneurial ventures. Now, you gotta understand — Bill doesn't just “march to a different drummer.” He tells the drummer what syncopation to beat. E.g.:

He started Godbout Electronics as a components mail-order operation. It quickly gained the reputation of being one of the most reliable mail-order operations in the industry. Typical of Godbout, his system operated as follows:

He didn't advertise what he didn't have. (See? That's proof that he's an industry eccentric.) The same day an order arrived, it was shipped. The completed order form was then placed in a shoe box, LIFO (to the delight of his bookkeeper and the IRS, no doubt).

GODBOUT MEETS MORROW

When microcomputing came along, he was in a natural position to jump into the newfound micro madness. Bill created an industrial menage a trois — he married his own excellent engineering background, with an absolute demand for high quality, and with the equally competent quality services of friend George Morrow. (At the time, among other things, George was a long-time UC-Berkeley Ph.D. candidate, working on such esoterica as mathematical manifolds. No single-talent individuals in Bill's lashup.) Together, they created some of the best-reputed

(continued on page 10)

New Information Database

Users of personal computers at home or office can tap into a new information retrieval service covering topics from aerodynamics to zero-base budgeting as well as reviews of books, movies and vacation resorts.

The new service is Knowledge Index, offered by Dialog Information Services, Inc.

Subscribers will be able to scan more than four million entries from over 10,000 journals and other publications, many updated daily. Information covers computers, electronics, engineering, law, medicine, agriculture, business, psychology, and education. A wide range of information from newspapers, magazines and government publications is also included.

The cost of Knowledge Index is \$24 per hour.

The one-time initiation fee of \$35 includes two free hours of access plus an instructional manual.

For more information, contact: Knowledge Index, Dialog Information Services, Inc., 3460 Hillview Ave., Palo Alto, CA 94304, (800)-528-6050.

Conference Session

Preventive Maintenance Programming

Any kind of business that uses equipment or machinery which needs constant servicing will benefit from James Brannick's talk, “Preventive Maintenance,” to be presented at the 8th West Coast Computer Faire.

“Preventive maintenance is something that almost everybody will agree is a good idea, but most companies never find the time to keep on top of it,” says Brannick. “If a system of maintenance is implemented using a small computer, the computer can do all the work assignments and can keep track of work that has not been done. However, a program of this kind can be used only if the proper planning has been done.”

Note: CHILDREN AT THE FAIRE

The Computer Faire is a conference and trade exposition about computing and information processing. It is designed for mature individuals who have a sincere interest in learning about (or learning more about) computing, information management, computers, and “the information society”.

These topics are presented at the Faire, presented by adults, and presented for adults . . . and mature, seriously interested young people and students. Although the Faire includes some element of entertainment and occasional electronic games, the Faire is not appropriate for children nor for immature young people. (Among other things, this is reflected in the single registration fee, for adults.)

Parents and teachers are discouraged from bringing immature individuals to the Faire. To do so is unfair to the other attendees, unfair to the speakers, unfair to the exhibitors, . . . and unfair to the children.

Therefore: Children found playing or otherwise causing a disturbance in the convention center may be ejected from the building — just as they would if they were being disruptive in a university classroom, business office, engineering lab, or training seminar (or, for that matter, in a theatre, play, or symphony). The park in front of the Auditorium may be appropriate for children's play; the Faire is not.

Inexpensive Videotape Tutorials For New Computer Users

Videotape well may be the wave of the future for providing introductory tutorials to users of new computer systems and software. With over three million video cassette recorders (VCR's) in the U.S., this is a hot new area for computer instruction.

PRODUCT-SPECIFIC INSTRUCTION

Video Initiative, a division of Initiative, Inc. (II), of Woodside, California, is producing such tapes. Within the next several months, they will complete a number of tutorial tapes, including ones covering such topics as: VisiCalc, the IBM PC, CP/M, etc.

These tapes are not vague overviews. They provide explicit instruction about specific systems - e.g. Advanced VisiCalc on the Apple III, or a new user's introduction to the IBM Personal Computer. Each tape is accompanied by a workbook, to be used with the tape, to further enhance the effectiveness and impact of the instruction. Each tape is designed for use by a single individual who can start and stop the VCR as they are watching the tape, performing the exercises on their computer, and using the accompanying workbook.

INDEPENDENT OF VENDORS

Video Initiative's tapes are straight instructional tapes; not promotional tapes from vendors of the hardware and software being presented. Although the writing and production teams are working closely with the product vendors to assure accuracy and timeliness of the material, Video Initiative is entirely responsible for the production of their tapes.

Initiative, Inc. founder Jim Warren commented, "We are establishing ourselves as an excellent source of high-quality, independently-produced information detailing how to use computer hardware and software. We value that reputation, and fully expect to enhance it with this video venture."

HIGH-QUALITY VIDEO WORK

Each tape is - as they say in the television industry - "highly produced." That is, the production techniques that are customary and expected in first-rate television documentaries are being used in these tapes. These include use of voice-over, freeze-frame, split screen, close-ups, special effects, and much more, to maximize the efficient and effective presentation of information to the new user of a computer or specific piece of software.

This is a far cry from some of the early tapes this industry has seen, that were little more than a lecturer giving a chalk-talk before a camera.

VIDEO INITIATIVE HAS COMPUTER & VIDEO EXPERTS

Initiative, Inc., was created by Jim Warren, a long-time computer professional, well known in microcomputer circles. He has been a computer consultant in the San Francisco Bay area since the late '60's.

Warren has well over ten years' teaching experience. He was first involved in computer education around 1960, working on a high school student enrichment program using an old, drum-memory IBM-650. He

has taught in Stanford's Computer Science Department as well as at San Jose State and San Francisco State. He has taught over commercial television (KPIX-TV, San Francisco) and taught a number of computer courses over Stanford's closed-circuit Engineering School television system that serves much of Silicon Valley. He holds two graduate degrees in computing (Stanford, and University of California), and two more degrees in mathematics.

And, he has hosted the "Computer Chronicles," the first weekly television show to presume a computer-

literate audience. It has now aired on about 40 PBS affiliates, throughout the U.S.

Video Initiative's Producer is David Carlson. Carlson has worked in documentary and instructional television for years, including stints with the McNeil-Lehrer Report and a number of projects for the College of San Mateo - one of the best-known junior colleges in the San Francisco Bay area.

Similarly, Director Dave Ratto has considerable experience in high-quality video production. Warren commented, "Dave Ratto is as much

of a video fanatic as I am a computer fanatic. His abilities in directing and using video technology for top-notch results are really impressive."

Warren's video group is working closely with industry writers in scripting the instructional videotapes and in creating the workbooks. Among others, they have been working with Lasselle-Ramsay, a writing and training team that recently spun off from Hewlett-Packard where they had extensive experience in both training and documentation.

Video Initiative is at 345 Swett Road, Woodside CA 94062.

Will this year's bells and whistles be next year's hoots and howls?

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8th West Coast Computer Faire Conference Speakers

*This is a partial list of Faire speakers. Papers submitted by these speakers have already been accepted.
A number of other papers that have been submitted are currently completing the refereeing process.*

Use Of Computers In Churches

George M. Aldridge,
Fairfield, CA

Enhancements and Compatibility of the Apple IIe from the Apple II+

Peter Baum, Technical Support,
Apple Computer M/S 22-J,
Cupertino, CA

Preventive Maintenance

James S. Brannick,
Fremont, CA

On Writing Simulators and the Use of Macros

Greg Bryant & Joshua Gordon,
Virtual Microsystems,
Berkeley, CA

Astronomy On Your Home Computer

Eric Burgess, F.R.A.S.,
Santa Rosa, CA

The Role of Computers in Special Education

Ann C. Candler, Assoc. Prof. & Charlotte Horner, Doc. Cand.,
Texas Tech University,
Lubbock, TX

Metacompiler - The Ultimate Forth Tool

John J. Cassady,
Forth Age,
Oakland, CA

Evaluating Educational Software

Glee Cathcart, Computer Lab Coordinator,
Morrill Middle School,
San Jose, CA

Simulation: See For Yourself

Edward Cherlin, District Sales Manager,
InfoSoft Computers,
Palo Alto, CA

Using a PAL to Emulate the Internal State Counter of the MMI 'S516 LSI Multiplier/Divider

Vincent J. Coli, Applications Engineer,
Monolithic Memories,
Sunnyvale, CA

Your Role in Computer Book Publishing

Raymond A. Collins, Editorial Vice President,
TAB Books,
Blue Ridge Summit, PA

Microprocessor Based Aids for Employment that Handicapped Persons Need Now

Susan H. Phillips, Dir. of Dev. & Sharon Connor CEDP Prog. Mgr.,
Sensory Aids Foundation,
Palo Alto, CA

Role of Software Requirements

Russell A. Cook,
System Analysis Engineer,
San Jose, CA

On Starting A Computer Camp

Thomas P. Copley, Ph.D. Exec. Dir.,
Yellow Springs Computer Camp,
Yellow Springs, OH

What Can Computers Do For The Visually Handicapped?

Virginia Sowell, Assoc. Prof. & Vivian I. Corra, Lecturer,
Texas Tech University/College of Education,
Lubbock, TX

Microcomputer Applications for Individuals with Fine Motor Impairments

Dennis Dahlquist, M.S. & Ann Preszler, M.A.,
Assistive Device Center,
Sacramento, CA

Certain Legal Aspects of the Computer Industry

Jay Dratler, Jr.,
Fenwick, Stone, Davis & West,
Palo Alto, CA

32-Bit Microcomputers & Microprocessors

Gene A. Finkler,
Cupertino, CA

Who's Playing These Games Anyway?

Sarah Fisher,
Graduate Group in Science & Math Education,
Berkeley, CA

Choosing and Designing Multiuser Systems

Lew Gaiter III, Software Engineer,
OSM Computer Corp,
Santa Clara, CA

Business Ethics & Small Computers

Bruce Goldstein, President,
Executect Consultants,
Burlingame, CA

Computer Assisted Learning Language (CALL) An Authoring Language for Teaching and Industrial Training

Dr. H. L. Gray, Dean,
Dedman College,
Dallas, TX
Alan C. Elliott, M.A.S.,
Dallas, TX

Business Planning for Exporting Computer Software Under the U.S. Export Regulations

Fred M. Greguras & Jacqueline A. Daunt,
Fenwick, Stone, Davis & West,
Palo Alto, CA

Programming the Apple IIe - The Familiar New Computer

Bill Grimm,
Cupertino, CA

Financing Hardware and Software Development Through R & D Partnerships

Michael L. Harrison,
Harrison, Hearn & Berthold,
San Jose, CA

Improving Your Memory with 'S700-Family MOS Drivers

Chuck Hastings & Suneel Rajpal,
Monolithic Memories,
Sunnyvale, CA

Shading and 3D with Hidden Surface: Techniques That You Can Use On Any Home Computer

Mike Higgins,
The Computer Entomologist,
Duncans Mills, CA

Introduction to Input/Output Programming with your Atari Computer

Winfried A. Hofacker,
Pomona, CA

MDCSTAT: Statistics The Easy Way

Luc M. Hondeghe, M.D., Ph.D.,
Professor of Pharmacology,
San Francisco, CA

Computer Usage with the Severely/Multi Handicapped

Thomas R. Irons, Ed.D. & Donna Irons, Ed.D.,
Texas Tech University,
Lubbock, TX

A Computerized Message System for the Rehabilitation Community

David L. Jaffe,
Veterans Administration Medical Center,
Palo Alto, CA

Software Quality Assurance: Application for Personal and Microcomputer Software Development

Joe Jarzombek,
USAF Satellite Control Facility, Systems Integration,
Sunnyvale AFS, CA

Computers for Exceptional Children: When is the Wedding?

Dee LaMont Johnson, Jerry Willis & Cleborne D. Maddux,
Texas Tech University,
Lubbock, TX

Systems Impact of 32-Bit Microprocessors

Thomas L. Johnson, Systems Engineer,
Motorola, Inc.,
San Jose, CA

5-1/4" Diskette Format Standards

Eric M. Kadison, Product Planning & Development VP,
Media Systems Technology,
Irvine, CA

A Computer Toolbox for the Resident Physician

Richard Dean Kirkham,
Travis AFB, CA

Financing the High-Technology Company with an R & D Limited Partnership

Daniel L. Larson,
R & D Funding Corp.,
Menlo Park, CA

Learning in the Game Grid: Advancing Computer Literacy Instruction

Jeff Levinsky, Director of Research,
Interactive Sciences, Inc.,
Palo Alto, CA

"Solo/NET/works - A Microcomputer Network Learning Environment"

Blaise W. Liffick, Assistant Professor,
Department of Mathematics and Computer Science,
Millersville, PA

Learning Music At The Computer

Wolfgang Kuhn,
Stanford, CA
Paul Lorton, Jr.,
San Francisco, CA

The Future of Microcomputing and the Handicap of Learning Disabilities

Cleborne D. Maddux & Dee LaMont Johnson, Assoc. Profs.,
College of Education/Texas Tech University,
Lubbock, TX

National Standards for Amateur Packet Radio Networks

H.S. Magnuski, KA6M,
Menlo Park, CA

Using Window Graphics in BASIC on Olivetti's M20

Richard Mateosian,
Berkeley, CA

Instruction Modification Techniques on the 6502

W. D. Maurer, Professor,
Dept. of Electrical Engineering & Computer Science,
Washington, DC

Typeset Newspaper on Computer

Bill Mc Laughlin,
San Luis Rey, CA

Strategic Planning is Necessary for Starting and Operating Your Business

Sam Mendelow, President,
QC Resource Group,
Chatsworth, CA

Micros to Mini

Leonard T. Meuer & Marilyn E. Clinger,
Travis Unified School District,
Travis AFB, CA

RATFOR: Pascal-Like Syntax for FORTRAN

Alan R. Miller,
Professor of Metallurgy,
Socorro, NM

Buying Business Programs for Your Computer

June B. Moore, J.D.,
San Anselmo, CA

LISP - A Short Introduction

Richard A. Munoz, Project Manager,
Friends of LISP/Logo & Kids,
San Francisco, CA

8th West Coast Computer Faire Conference Speakers

An Experimental Voice Input Computer Game

Allen Munro & Harry Abramowski,
Behavioral Technology Laboratories,
Redondo Beach, CA

Investing in Public Technology Companies

J. Michael Murphy, C.F.A., President,
Pacific Technology Advisers,
San Francisco, CA

What to Look for (and Avoid) in a Word Processor

Arthur Naiman,
Oakland, CA

A Microcomputer-Videotape Recorder Interface Program for Special Education Inservice Training

Jacqueline K. Pederson & Ann C. Candler,
College of Education, Texas Tech University,
Lubbock, TX

Beyond Authoring Systems: A Program Generator for Education

Ted Perry, Computer Tech. Prgm. Spec. & Barry Cole, Comp. Spec.,
Sacramento City School District,
Sacramento, CA

Computer Vision and Image Recognition

Dr. Henry Pfister,
Los Angeles, CA

Young Children Use Computer Graphics

Ann M. Piestrup, Ph.D.,
Chairman, The Learning Company,
Portola Vly, CA

Data Bases for Business

David M. Pittle,
Smart Management Systems,
San Rafael, CA

Keeping Your Feet on the Ground: Believable Video Animation

Tom Pittman, Consultant,
San Jose, CA

The Pascal Prime Project

Jerry Pournelle,
% Byte Magazine,
Hancock, NH

Word Processing, Some Questions to Ask

Larry Press, President,
Small Systems Group,
Santa Monica, CA

How to Make Money with a Computer

Robert K. Ramers, Pres., Computer Alternatives,
Larkspur, CA

The Next Generation: Integrated Program Generators, Data Base Managers, and Business Software on Small Business Computers

Robert K. Ramers, President,
Computer Alternatives,
San Rafael, CA

Forth and numeric co-processors: an extensible way to floating point computation

Dana Redington,
Sleep Research Center, Stanford University,
Stanford, CA

Registering with the US Copyright Office

Daniel Remer, Esq.,
Remer, Remer & Dunaway,
Mountain View, CA

Scoring Music Directly from Keyboard Playing

Kentyn Reynolds,
Santa Fe, NM

Evolution of the Amateur Packet Radio Network

Paul L. Rinaldo W4RI,
Amateur Radio Research & Devel.Corp.(AMRAD),
McLean, VA

SURVIVING IN THE MARKET JUNGLE: Your Survival Tools are Words on Paper

Nicholas Rosa,
Nicholas Rosa Assoc.,
Campbell, CA
Sharon Rosa Wood,
Valley Technical Writing Service,
Los Gatos, CA

Raster Graphics

Maria Runyon,
Applications Engineer,
San Jose, CA

Brainwaves on a Budget: A Home EEG Data Analysis System

Robert E. Schaffer,
Houston, TX

B-I-T-S: Life Sciences Literature Files on Floppy Disks

Louise Schultz, Systems Development Director,
BioSciences Information Service,
Philadelphia, PA

Tort Liability of Computer Vendors

Michael D. Scott,
Manhattan Beach, CA

Corporate Attitudes Toward The Microcomputer

P. Michael Seashols, VP of Marketing,
Dynabyte Business Computers,
Milpitas, CA

Evaluating Computer Speech Devices For Your Application

Carol A. Simpson,
Psycho-Linguistic Research Associates,
Menlo Park, CA

Using the Microcomputer for Teaching Pre-Math Concepts to Young Pre-schoolers

Mary Tom Riley, Ed.D., Dale Smith & Vincent L. Taylor,
Texas Tech University/Institute for Child & Family Services,
Lubbock, TX

FORTH-83 DO-Loops

Robert L. Smith,
FORTH Standards Team,
Mtn View, CA

Report on FORTH-83

Robert L. Smith,
FORTH Standards Team,
Mountain View, CA

Developing Special-Purpose Languages

Sheldon D. Softky,
Menlo Park, CA

Algebraic Expression Evaluation in FORTH

Michael Stoloritz,
Danville, CA

Computer Prep: Considerations for a Pre-College Computer Science Curriculum

Monty Swiryn,
San Jose, CA

Computer Tutor Project: Computer Literacy in the School

Joan Targ, President,
Interactive Sciences,
Palo Alto, CA

Get More from Visicalc and Supercalc

Stanley R. Trost,
Walnut Creek, CA

Goodbye, Gutenberg? Books or Bits?

Elizabeth S. Wall,
Media Consultant,
Nokomis, FL

Quill Pens Have No Downtime - Six Ways to Reduce Employee Resistance to Computers

Dr. Sanford B. Weinberg, Chairman,
Saint Joseph University/Dept. of Admin. Sciences,
Philadelphia, PA

An Introduction to Modula-2 for Pascal Programmers

Lee Jacobson & Bebo White,
San Francisco, CA

Copyright, Software and Piracy

Kenneth S. Widelitz,
Kenneth Leventhal & Co.,
Los Angeles, CA

Using VisiCalc for Real Estate Financial Analysis

Kenneth S. Widelitz,
Kenneth Leventhal & Co.,
Los Angeles, CA

QWERTY: The worst possible keyboard (except for all the others)

Dr. Douglas H. Williams, Ph.D.,
Psycho-Linguistic Research Associates,
Menlo Park, CA

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Edwin M. Winter,
Donna M. Winter,
Technical Research Associates, Inc.,
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Warren Announces First IBM PC Faire

Major Product Exhibition and Conference Slated for August 26-28 in San Francisco

The organizers of the West Coast Computer Faires have announced their first "IBM PC Faire," to take place in San Francisco's Civic Auditorium and Brooks Hall, August 26-28, 1983. The IBM PC Faire will focus on hardware, software, and applications for the IBM Personal Computer. It will include a major Technical Conference, a large product exposition, and a number of user group meetings. Organizers project an attendance of 20,000 to 30,000.

CALL FOR CONFERENCE SPEAKERS

"We have just issued a call for speakers and participation in the Technical Conference of the IBM PC Faire, and expect at least 60 to 120

speakers," said Jim Warren, Faire Chair. "We have always felt that information exchange is the essence of any major computer convention, and put considerable effort into creating a large technical program of well-qualified speakers." The PC Faire will also publish a *Conference Proceedings* expected to exceed 350 pages.

HOW IT STARTED

"Several months ago, we announced an IBM PC Hall within the 8th Computer Faire, being held this March in San Francisco," said Warren. "We expected a positive response, but frankly, we were amazed. The PC Hall sold out of space in less than 10 days! We now have about two dozen companies on a waiting list for

any possible opening. That's what gave us the idea for the PC Faire."

MAJOR EXPOSITION EXPECTED

The trade exposition is expected to be comparable in size to the massive exhibitions at the West Coast Computer Faires.

"Almost every PC-oriented company to whom we have mentioned the PC Faire has expressed an immediate, active enthusiasm for the event and has requested exhibit information. They like the focus on the IBM PC; they like the timing, and they like the location," commented Warren. He pointed out that the convention occurs at the best time of the year in one of the nation's most popular tourist cities,

allowing attendees and exhibitors to combine business with their summer vacations.

LARGE ATTENDANCE LIKELY

"We drew over 36,500 to the 7th Computer Faire, last Spring, and are expecting well over 40,000 for the 8th Faire, this March," Warren observed. "Every time I've mentioned plans for the PC Faire to computer groups, I have encountered nothing but active interest and enthusiasm. Based on this response, our drawing ability for the Spring Computer Faires, and the 105,000-circulation of the Faire's *Silicon Gulch Gazette* newspaper - heavily biased to the west coast - I feel our 20K to 30K attendance projection is very reasonable."

Best-Known Micro Industry Analyst Comments on Computer Faires

Dr. Portia Isaacson, President of Future Computing, Inc., and one of the microcomputer industry's best-known market analysts, has issued the following statement:

"Jim Warren's IBM PC Faire will make a major positive contribution to the IBM Personal Computer industry and to the microcomputer user community, as have his annual West Coast Computer Faires of the past half decade. I recommend attending, exhibiting, and speaking at the IBM PC Faire in San Francisco, next

August [August 26-28, 1983]."

She went on to state: "I also regard Warren's West Coast Computer Faire to be one of the three or four most significant computer conventions each year, because it always offers an unusually large number of introductions of particularly innovative new products."

Dr. Isaacson's market analysis group, Future Computing, is the only market research firm that specializes exclusively in the personal computing marketplace.

Conference Session

Financing with R&D Partnerships

Research and Development partnerships, an increasingly popular form of financing for new businesses and projects in ongoing concerns, will be discussed by Attorney Michael Harrison in "Financing Hardware and Software Development Through R&D Partnerships."

"The popularity of R&D partnerships stems from the several tax benefits which are available to investors including current expensing of costs associated with research and development, treatment of royalty in-

come on a capital gains basis, and the possibility of investment tax credits on R&D expenses," he says.

Harrison, a partner in Harrison, Hearn and Berthold, San Jose, California, will survey the benefits of R&D financing for software and hardware projects. Tax considerations and the security law framework will be outlined for this attractive investment vehicle.

Harrison's talk will be published in the *Proceedings of the 8th West Coast Computer Faire*, available at the show.

Gossip . . .

(continued from page 6)

S-100 goodies in the industry.

(Note: Morrow has since spun off and created top-notch systems under such names as Thinkertoys, Morrow's Microstuff, and - now that the industry has become sadly serious and megabucks motivated, his company has the more sedate name of Morrow Designs. Delightfully however, George continues his dedication to very high quality.)

Ever wonder why Godbout Electronics has the unlikely address of the "Oakland Airport?" Oh, that's 'cause Bill is also an flying junkie. So, of course, he owns a flying service. Who knows, it might even be profitable.

There's also an operational B-29 parked at the Oakland Airport, owned and operated by a nonprofit

aircraft historical society, of which Godbout is a member.

And, as a final note, Bill also owns a small piece of an Oakland restaurant. It seems that someone once told him, "Own a restaurant, and you will never go hungry." Like everything else he is connected with, the food is top quality.

COMPETENT COMPUPRO

Actually, our recent acquisition of some Godbout gear was what brought Bill to mind as we wrote this column.

Being inveterate computer fanatics, our offices are heavily computerized. Being heavily computerized, we needed a definitively reliable microcomputer system. And, being reasonably knowledgeable of micros, we grabbed a coupla Godbout/CompuPro half-megabyte dual-processor systems.

Following the adamant advice we

give to prospective computer buyers, we got them through a local dealer - G&G Engineering of San Leandro, who are well worth prominent mention. Run by Mike and Dale Gifford, G&G is much more than just another CompuPro dealer - they are the heavy computer hackers who performed the noticeably nontrivial task of making CP/M-80, plus CP/M-86, plus multiuser MP/M all run on the CompuPro 8085/8088 system (including a 20MB Fuji winnie) - giving that whole mess the name of MP/M-8/16.

The really nice thing about this dual processor 8-bit/16-bit system is that you can take advantage of all the old, robust, well-debugged 8-bit software that has been around for several years, plus have access to the mountain of explosively developing 16-bit software that is becoming available. And, under G&G's MP/M-8/16 operating system on the CompuPro box, you can virtually ignore the fact that you are running software designed for two different CPU's. The OS sorts out whether you have called an 8-bit version of a word processor that is to be run on the 8085, or a 16-bit spreadsheet like SuperCalc (which is super), to be run on the 8088 directly addressing the entire memory space.

COMPUPRO HARDFACTS

These Godbout Godzillas are unimpressive from the outside of their desktop mountings - just your ho-hum black box with power switch

and reset button. But, their innards are exquisite. They're sorta like a Caterpillar tractor - beautiful only to the Cat connoisseur who worships quality and reliability.

The power supply is so potent that it can even overcome the frail power offered that we have, out here in the redwood boondocks of the San Francisco peninsula. (Two neighbors turn on their electric ovens and the power drops to 114v.) Even with the box loaded full of power-hungry boards, the system doesn't whimper.

We should also mention the holy mnemonic, "CSC." Godbout offers you the option of getting regular boards, or CSC boards - Certified System Components. Godbout will tell you that such CSC boards are burned in for a week or more - which is true. What he doesn't mention is that they also use faster chips. Thus, if you spend the nominal extra loot to get CSC boards, not only do you lessen an encounter with "infant mortality," you also get a faster system.

Furthermore, if you get the system through G&G, they cook it for another week or two - giving you a hi-temp 200+ hours of burn-in.

All in all, we find the CompuPro hardware plus MP/M-8/16 operating system to be most impressive. So much so that we paid significant loot to get a pair of 'em.

Note: CompuPro gear is definitely
(continued on page 14)

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Allen Gelder Software
Allenbach Industries, Inc.
Almaden Systems, Inc.
Alpha Computing Supply, Inc.
Amdek Corporation
American Ink Products Company
Anaheim Publishing Company
Analog Computing Magazine
Analytical Engines, Inc.
Anchor Pad of Northern California
Antic Publishing Co.
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more →

Exporting Software

There are many international business opportunities for selling or licensing computer software, both to end-users and for further distribution. However, U.S. companies will need to consider the U.S. export regulations. Usually two export licenses are required, one for the software and the other for the media.

In a conference session to be held at the 8th West Coast Computer Faire "Business Planning for Exporting Computer Software Under the U.S. Export Regulations" will be explored. Fred Greguras and Jacqueline Daunt, attorneys with Fenwick, Stone, Davis & West in Palo Alto, California, will review current federal regulations and their application to the computer industry.

"Top management must give export compliance responsibilities their close attention because the penalties imposed for non-compliance can be severe," warn the authors.

(8th Faire Exhibitor List Cont.)

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PC World
Peachtree Software International
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People's Computer Company
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Typically, a *Journal* will include a variety of information of general interest, as well as — of course — all the details of the forthcoming West Coast Computer Faire. Call or Write: Computer Faire, 345 Swett Road, Woodside CA 94062, (415) 851-7077.

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Sorcim Enhances SuperCalc

Sorcim Corporation has released an enhanced version of its CP/M- and MS-DOS-based spreadsheet program, SuperCalc. The enhanced program, called SuperCalc 2, takes advantage of the memory size, processing speed, and color display capabilities found in new 16-bit microcomputer systems.

SuperCalc 2 contains a calendar clock to automate date calculations and time periods, along with conditional summation of modular arithmetic for increased expression of flexibility. A memory extender function allows larger spreadsheets.

Additional features include an execute command allowing repetitive commands to be entered only once to facilitate worksheet linking.

SuperCalc 2 is compatible with Z-80, 8080, 8085, 8086, and 8088 CPUs, and runs under the CP/M 2.2, CP/M-86, MP/M-86, MS-DOS, and IBM PC-DOS operating systems. Minimum system main memory required is 48K bytes for Z-80/8080-based systems or 64K bytes for 8086/8088-based systems.

Users of 16-bit systems having

256K bytes of memory can fill all 16,002 cells of the SuperCalc 2 worksheet—enough space for a ten year projection by month. Also, users with color capabilities will see negative values and diagnostic messages displayed in red, with protected formulas shown in yellow.

SuperCalc 2 features other capabilities including: consolidation, sort facility, rounding function, additional formatting options, and additional print options.

Using the new data exchange standard, SuperCalc 2 can share information between Sorcim SuperWare products, and other CP/M-based applications program, and vice-versa. A user may transfer financial information from SuperCalc 2 to a letter via SuperWriter, and onto the SuperData-File Manager database, and even add graphics using the SuperChart program, or perform the same task using another CP/M-based program.

SuperCalc 2 costs \$345. For more information, contact: Sorcim Corp., 2310 Lundy Ave., San Jose, CA 95131, (408)-942-1727.

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If you don't — you should consider:

CP/M — MSDOS — UNIX — Basic — COBOL — Fortran — Pascal — C — Forth — SuperCalc — Multi Plan — general ledger — payroll — accounts receivable and payable — inventory — DBASEII — business graphics — CAD — typesetting — communications — point of sale — loan applications — office automation — forms design — data input ...

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In its review of the Victor 9000, BYTE magazine said, "... the machine is an excellent microcomputer with an outstanding array of standard features"

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Unidot is your franchised **Victor 9000** dealer in Santa Clara County with full sales, support, and service. At Booth 1119 at Computer Faire **Unidot** will be showing software for the **Victor 9000** that has never been seen on a microcomputer before — come by and take a look.

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*More about hardware than software, that is —

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Although the Computer Faire, itself, is not staffed to handle preregistration, it has arranged for a number of sources for preregistration.

The stores prefer that you drop by to pick up your prereg – they'd like to see you and have you see what they have to offer. ("Know your dealer.") However, should you be unable to do so, several of them – marked below by an asterisk – are accepting mail orders, IF you do the following:

1. Phone the store for their reg fee. By FTC regulations, the Faire cannot tell them what to charge. Send full payment, and a stamped, self-addressed, legal-size envelope.

2. Send your mail order in time to reach the store by March 1st. (Remember, the U.S. Mail Service will be handling its delivery in both directions.)

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Deans Music City* \$12

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Indio CA 92201
(619)-347-5245

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San Bernardino CA 92404
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Computer Wave Inc.

6791 Westminster Ave
Westminster CA 92683
(714)-891-2584

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14980 Goldenwest Ave
Westminster CA 92683
(714)-891-2584

Computer Ware

6791 Westminster Ave
Westminster CA 92683
(714)-891-2584

MicroXchange

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Coastal Computers

986 Monterey St
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(805)-543-9339

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209-875-6365

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Fresno CA 93704
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Fresno CA 93726
(209)-227-8479

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(209)-527-5156

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Ukiah CA 95482
(707)-462-1578

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Citrus Heights CA 95610
(916)-969-2983

Capitol Computers

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Roseville CA 95628
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Capitol Computers

1009 I St
Sacramento CA 95814
(916)-446-3101

System Design \$13

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Sacramento CA 95815
(916)-929-1642

Capitol Computers

2800 Arden Way
Sacramento CA 95825
(916)-483-7298

Sym Users' Group

20 Sunland Dr
Chico CA 95926
(916)-895-8751

Computer Store - Corvallis* \$13.50

2015 NW Circle Blvd
Corvallis OR 97330
(503)-754-0811

Gossip . . .

(continued from page 10)

not for the bottom-of-the-line economy shopper. If you want to spend little money, but probably spend lots of time on malfunctioning gear, get something else. If you want something that – for sure – is likely to run and run and run, and let you spend your time on something other than repairs . . . we recommend the CompuPro line. Remember, "cheap" is not the same as "inexpensive."

SORCIM'S SUPERCALC IS

Of course, a reliable computer is nice, and a robust operating system is a pleasure, but applications-oriented software is what makes a computer more than an ornament.

More than any other single factor – computerized financial spreadsheets are probably what truly popularized personal computers . . . at least in the business community. We have tried several of these spreadsheets and are particularly impressed with SuperCalc from Sorcim (especially if it is running on an 8086 or 8088 system with its massive memory space).

Sorcim has given considerable attention to assuring that SuperCalc is very congenial in its interactions with naive users. It minimizes the demand for users to be computer-knowledgable, and it minimizes the

necessity for users to remember convoluted sequences and obscure codes.

Though we recognize that application software is changing and improving with phenomenal speed, we certainly recommend that anyone needing a "what if" spreadsheet system take a careful look at SuperCalc.

AND PASCAL/M

While we are mentioning Sorcim software that we are using, we should mention their Pascal/M translator. It outputs p-code. Listings can easily be sent to the console, disk, or printer (unlike some Pascals that "know what's best" for the user). It offers a number of significant extensions to Pascal as Wirth originally defined it, however – unlike some so-called "Pascal" translators on micros, it will translate programs that are written in standard Pascal.

It includes a good debugger – PASDDT – that, among other things, allows you to single-step through your program.

There is one other thing about Sorcim: It's run by a long-time computer pro of ample ability, named Richard Frank. In an industry where a few vendors are becoming increasingly concerned with the bottom line of

their balance sheet and decreasingly concerned with quality and service to their customers, we are delighted to encounter the likes of Mssr. Frank. He exhibits consistent loyalty to his friends, his customers and his industry, and it is well-reflected in the quality and ethics of his business dealings.

dbase II IS DE BASE TO SEE

We have recently been experimenting with Ashton-Tate's "dbase II" (yes, it's lower-case) database system. For a microcomputer, it is a massive, robust DBMS – certainly earning its "system" classification.

It now now includes a very handy screen formatting program called "zip" that works along the same lines as the "what you see is what you get" CRT-oriented text editors.

Though it is certainly nontrivial to learn – as would be any system of its power and generality – we have, so far, found it to be significantly easier to use and faster in execution than several other database systems we have examined. Also – if you tried it some time ago – there have been significant enhancements over earlier releases, including better documentation, and access to multiple files.

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8.

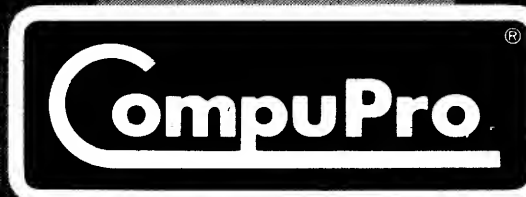
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